



PAAM Newsletter

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8TH AFRO-ASIAN ENTREPRENEURS PROGRAM (AAEP) 2013

28th Jan – 4th Feb 2013 held in Kuala Lumpur-Malaysia

The 8th AAEP was successfully held in Malaysia from 28th January till 4th February 2013.

A total 8 participants attended this program. Regrettably 4 candidates from India and Myanmar withdrew at the very last minute. We would have had 12 candidates if they were able to make it to the Program.

Despite that shortfall in participant attendance, we managed to complete the program successfully.

The below are the name-list of all the participants:

1) Mr. Abdel Meguid Mohamed
Abdelmaguid – Egypt

- 2) Mr. Abdalla Mahmoud Mohamed El-Kady- Egypt
- 3) Mr. Houssam Hamdy Abdel Aziz – Egypt
- 4) Ms. Marina Melad Ibrahim – Egypt
- 5) Mrs. Suzan Fawzy Abdel All – Egypt
- 6) Ashraf Youssry Hagoug – Egypt
- 7) Osama Youssry Hagoug – Egypt
- 8) Mr Golam Sarwar – Bangladesh

We were honored to have Ms Miho Furuhashi from AOTS-Indonesia office as our special guest to witness the opening ceremony.

Continue on page 4



A factory welcoming an international group "kompang"-style



THE PRESIDENT'S MESSAGE

In this issue of the PAAM Newsletter, we would like to report to you our successful 8th Afro-Asian Entrepreneur Program conducted from 28 January to 4th February 2013 at the International Youth Center, Kuala Lumpur. A total of 8

international participations attended the program.

We also assisted HIDA, Japan to organize a 2-day seminar on Green Procurement In the Supply Chain Management, held on 4 and 5 March 2013 at the Holiday Villa, Subang Jaya. A total of 24 participants came for the seminar.

Another important activity will be the coming Annual General Meeting to be held on 28 April 2013 at PAAM office. During this general meeting, you will have the opportunity to find out more about the past activities/programs held by your association as well as its financial status. Do make it a point to attend this important meeting.

Your Social Sub-Committee headed by Mr Siao Kent Wah is also planning an outing to Sg Hj Dorani, Selangor sometime 26 May 2013. Activities for the day trip will include Lawatan ke Klang, Lunch & Tea, Membuat Layang layang, Menumbuk padi and menggagau ikan. Be on the lookout for our notice on this day outing.

We are also going to start a "Let's Practise Speaking the Japanese Language" session within the next few weeks. Tuan Hj Hakim is coordinating with a Japanese teacher to facilitate this weekly foc-session.

If you have any good ideas or suggestions that will interest our members, do float them up to the Central Committee for implementation.

Till we meet in these coming events, all the very best in everything you do.

Tan Teng Ek, President



GETTING TO KNOW YOUR CENTRAL COMMITTEE: LEE HOCK LEONG

Mr. Lee had served Universiti Sains Malaysia for almost 20 years (1973 - 1992) and was actively involved in the trade union movement. He was

elected to lead the Kesatuan Kakitangan Am Universiti Sains Malaysia as President for three terms (6 years) and during this period, he had represented the Malaysia Trade Union Congress in several International Forums, including the 1986 IOFTU-APRO Youth Rally in Karuzawa, Japan, 1988 ILO Labour Conference in Bangkok, Thailand and in 1990 he was invited to participate in the ILO Convention held in Moscow, Russia.

Lee participated in the Program for Malaysian Entrepreneurs PMAE V in Nagoya, Japan, 1992. Subsequently in 1998,

he attended the AOTS World Business Network For SME Entrepreneurs for Malaysia WBNP in Osaka, Japan.

He had worked as a Group Human Resource Manager for several listed companies and currently runs his own consultancy company involved in Industrial Relations and Retirement/Relocation Programs. Mr Lee is also a registered Human Resource Consultant registered with the Jabatan Tenaga Kerja, Semenanjung Malaysia, Kementerian Sumber Manusia Malaysia since 2004.

Prior to joining as a Central Committee Member of PAAM, Lee was the President of Pertubuhan Alumni ABK/AOTS, Pulau Pinang, Malaysia.



STAFF RESIGNATION

This is to announce the resignation of Mr Jeyapal, Business Development Manager of PAAM effective 18 Mar 2013. His last day of service with PAAM will be 17 May 2013. The Central Committee takes this opportunity to thank Mr Jeyapal for his one year service with PAAM and wish him all the very best in his future endeavours.



NEW STAFF

We wish to welcome Ms Lim Ai Lian who had reported for duty as Administrator of PAAM on 19 March 2013. Ms Lim brings with her a wealth of administrative experience, having been in the manufacturing industry for the past over 20 years. Welcome aboard, Ms Lim!

NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN that the 28th Annual General Meeting of the Alumni will be held as follows:

Date/Time : **28th April 2013 (Sunday) at 10:30 am**

Venue : **Function Room 3rd Floor AOTS Office**
52-A, JALAN SS 22/25 Damansara Jaya
47400 Petaling Jaya, Selangor

AGENDA

1. Address by President, Mr Tan Teng Ek
2. To receive the Annual Report from PAAM for the year 2012 that will include:
 - i) Confirmation of the Minutes 27th Annual General Meeting held on 22nd April 2012
 - ii) Reports from the Central Committee, Sub-Committee and Branches
3. Presentation of Statement of Accounts for Year Ended 31st December 2012
4. Proposed amendments to PAAM Constitution in regard to AGM & EGM
5. Any other business of which prior notification has been received

Yap Choon Ming
Acting Honorary General Secretary
Dated this 6th March 2013

Note :

Please contact PAAM office to confirm your attendance by 13th April 2013

The registration desk will be opened at 08.30 am. There will be a Tea Talk on **TAXES - RESPONSIBILITIES** in the morning from 09.00 am - 10.00 am, followed by AGM at 10.30am.

Lunch will be served from 12.30 pm.

PROGRAM FOR 28th APRIL 2013

09.00 am - 10.00 am	Tea Talk on Income Tax
10.30 am - 10.35 am	Welcome Address by the President of PAAM
10.35 am - 12.30 pm	AGM Proper (please refer to Notice)
12.30 pm - 13.30 pm	Lunch
14.00 pm	End of Program

Tea Talk - Speaker's profile :

Mr Kularaj K. Kulathungam is a former Assistant Director of Income Tax with the Inland Revenue Board (IRB) and had served from 1988 to 2003 in various IRB offices nationwide. When he left the IRB in mid-2003, his last posting was as the Head of Labuan Offshore Taxation Unit.

Kularaj has more than 25 years of experience in the field of taxation. He is currently a licensed tax agent and a Director of KR Tax Consultants Sdn. Bhd., a tax Consultancy and Advisory practice where he specializes in tax audit, investigation and advisory cases.

With his vast experience serving the IRB as well as being a Tax Consultant, he has achieved a high level of expertise in the area of Corporate & Individual Taxation, Real Property Gains Tax, Tax Collection, Enforcement via legal actions on tax defaulters and Labuan Offshore Taxation as well as International Offshore Financial Center (IOFC) activities among others.

Kularaj also lectures extensively at local institutions of Higher Learning and is a regular speaker at workshops on taxation issues in Malaysia including taxation workshops organized by the Malaysian Institute of Accountants (MIA). Kularaj has a Bachelor of Science (Hons) from University Sains Malaysia as well as a Masters of Business Administration from Charles Stuart University, Australia.



AOTS or The Association for Overseas Technical Scholarships is a Japanese agency, jointly supported by Japan METI and the industry, is entrusted with the task of developing human resources in the third world. It has trained over 8000 Malaysians over the last 3 decades. AOTS is now renamed as HIDA.

All AOTS ex-trainees are entitled to be admitted as a member of the Persatuan Alumni AOTS Malaysia (PAAM) which is the alumni association for all who have participated in AOTS training programs or even events conducted locally by PAAM.

To be a member all you need to do is to fill up a membership application form and submit it to the Secretariat office. There are 3 categories of membership i.e. life member, ordinary member and corporate membership.

PAAM Head Office KL
No. 52A Jalan SS22/25
Damansara Jaya
47400 Petaling Jaya, Selangor
Tel: 03-7726 2863
Fax: 03-7726 2348
Email: psam@aots.org

AAEP 2013

The general feedbacks from the participants on this 10 day Program was that it was very beneficial to them. They were pleased that there was great potential of sharing and learning from each other and also to have better understand on entrepreneurship from different regions as well as gaining many great tips from some successful business owners and learning the various business models from those companies that we visited.

It was hoped that PAAM should continue to provide such a platform for sharing and making AAEP an annual event for the region.



Reported by :
CL Yang
Organizing
Chairman



A picture for the album



Posing for the camera before the welcome dinner of Salomé Bistro

COURTESY CALL ON JACTIM

On 28 March 2013, together with Ms Miho of HIDA Jakarta, PAAM paid a courtesy call on the Secretary General of JACTIM, Mr Eiji Nagase. JACTIM is a Japanese association of companies involved in trading/services and manufacturing activities. From PAAM delegation were Mr Yap Choon Ming, Acting General Secretary, Mr How, Central Committee member and Ms Lim, PAAM Administrator.

Among other issues discussed were the issue of shortage of Japanese teachers in Klang Valley. PAAM requested Mr Nagase to assist PAAM recruit Japanese language teachers by recommending some potential Japanese-speaking people who might be interested to teach Malaysians the Japanese language.



From L - Mr How Choo Beng, Ms Miho Furuhashi, Mr E Nagase - Secretary General Jactim, Ms Chanin Bam, Mr Yap Choon Ming



WHAT IS THE PERFORMANCE STANDARD FOR QUALITY?

BY MR. AZIZ YOUP KAMARUDDIN | azizyoup@hotmail.com

What is your Quality standard? Or, what is your performance standard? You may also understand the question as "What is the level of Quality that you expect, or What is the defect rate?"

Technically, in statistical language, Acceptable Quality Level (AQL) is used when discussing production quality in the factory. AQLs of 4%, 2.5%, 1.0%, 0.5% et cetera.

But what is the performance standard that you should set yourself? When your factory is producing 4% rejects for the last three years, is that acceptable to you for this year? After all, the level of rejects has been maintained (or controlled) at a consistent 4% defect level. Shouldn't 4% defect level be the acceptable, or normal, level of Quality performance?

When you are an enlightened Quality Director or Manager, what should be your answer?

Your answer should be, "My (organisation's) standard for Quality is Perfection, or Zero Defect (ZD)."

Why should you state your standard is Zero Defect, when your last 3 years of production has had a level of 4% defect? Why should your answer be Zero Defect when it looks difficult to attain or achieve?

The principal reason is that it will

focus your mind to think of improving your present standard or level of Quality. You will inculcate the habit of Continuous Improvement, or Kaizen (as the Japanese term is). Your Quality will be continuously improving. Your profitability will also be continuously improving, in tandem. Agree?

The second important reason is that if you do not aim for Zero Defect, your competitor may be aiming, and taking action, to go for ZD. He may not be achieving ZD, but if his defect level is 3% (and reducing every month because of his pro-active action), where do you think you will be in future? Yes, you will be out of business. Agree?

Therefore, you should aim for Perfection. Perfect body and health for you. Perfect Quality and profit for your organisation. Agree?



Below is a regular column by Mr T E Tan on the various interesting peculiarities of the Japanese language.

YOROSHIKU (A GREETING OR FAVOUR OR AS PARTING WORD...)

When we meet someone, we would normally ask "How do you do?" or just say "It's good to see you". But for the Japanese, a common greeting is "Dozo Yoroshiku" which is the equivalent of "How do you do?"

In a business meeting, when meeting a Japanese for the first time, we say "Dozo Yoroshiku." This phrase also implies to the Japanese counterpart "Please grant your favours to me" or "I would appreciate it if remember me".

When you are leaving the meeting room after a business discussion,

saying again "Yoroshiku" actually reinforces to the Japanese associate your wish for him to remember your earlier request for favour. It can mean "I appreciate your best judgement in what we have discussed."

If you wish to convey your best wishes to a mutual friend, say Mr Abe, just say "Yoroshiku to Abe-san."

So the next time when you meet a Japanese customer for the first time, just introduce yourself - "Watashi wa Tan desu, Dozo yoroshiku", meaning "I am Tan. Pleased to meet you."



UPCOMING ACTIVITIES



DAY TRIP TO SG HJ DORANI / SABAK BERNAM - SELANGOR

Siao Kent Wah
Organising Chairman

Date : 26th May 2013
Time : 10.00 a.m – 4 p.m.
Visit : Day trip to Sabak Bernam

Activities :

- Melawat Kilang Nafa De Coco & Kerapak pisang
- Makan-Tengahari & minum petang
- Membuat and bermain Layang Layang
- Menumbuk padi dan menggagau ikan (Gogoh)

Fees :

- Adult - RM85.00
- Children aged 4 yrs – 12 yrs - RM50.00/person.
- Children below 4 years old - free of charge.

Those who wish to follow the bus will have to gather at PAAM office at 7.15 a.m. and shall arrive in Sabak Bernam before 10.00 a.m. Please contact Ms-Lim, tel: 03-7728 2863 for more details and participation form.

2013 TANABATA* FESTIVAL IN KUALA LUMPUR

(Tanabata Festival is an annual event in Japan marking the reunion of the 2 stars, Orihime (Vega) and Hikoboshi (Altair). It is believed that there were two stars who were very much in love but separated by the Milky Way and only to be allowed to meet only once a year.)

PAAM will be organizing its 4th Tanabata Festival celebration, with the cooperation of the Japanese Embassy. Details are as follows:

Venue: JUSCO Bandar One Utama Shopping Complex
Date: August 17th, 2013 Saturday
Time: 2pm – 6pm

Interesting activities lined up for you are:

- Kimono Dressing
- Origami Teaching
- Tanaka Wishes
- Story Telling
- Others ...

Bring your whole family with you including your kids. They will enjoy this experience!

9th AFRO ASIAN ENTREPRENEURS PROGRAM (SEPTEMBER 2013)

The Persatuan Alumni ACTS Malaysian (PAAM) will be organizing yet again the 9th series of AAEP scheduled from 30th September to 1 October 2013. The venue will be in International Youth Club. Please call the Secretariat for more details.

Program content as follows:

1. General introduction to the Malaysian industrial structure and the role of small and medium scale enterprises
2. Lectures and discussion of Total Quality Management, Marketing, Entrepreneurial Skills, etc
3. Visits and study tours to observe successful SMEs and their management activities
4. Group presentation and summary discussion



LET'S SPEAK JAPANESE SESSION

Hj Hakim
Organiser

PAAM welcome those who wish to practice speaking the Japanese language, to a monthly, 2 hours 'LET'S SPEAK JAPANESE' PROGRAM on every first Saturday of the month, at our office, No. 52-A Jalan SS 22/25, Damansara Jaya, 47400 Petaling Jaya, Selangor. Tel : 77282863 (same row as the Domino Pizza. The signboard of our block reads : PUSAT TEKNOLOGI JEPUN MALAYSIA).

In attendance will be a Japanese Sensei. The coordinator of this program is Mohd Hakim b. Mohd Nor, Tel : 019-6942972. Feel free to call for details. Participation is free of charge.

The first session was held on Saturday 6 April 2013. The next session will be held on Saturday 4 May 2013 at 10:00am at PAAM office.

IN-HOUSE OR PUBLIC JAPANESE LANGUAGE TRAINING

Whether your company is interested to run in-house training on Japanese language or you wish to attend our public Japanese training, we have Japanese classes at various levels. Please call our secretariat 03-77262863 for details.



TO ALL OUR FOREIGN GUESTS, WELCOME TO MALAYSIA!

★ A COME ADOPT MALAYSIA AS YOUR SECOND HOME

BY LEE HOCK LEONG

The Malaysia My Second Home (MM2H) Programme was initiated by the Government for foreigners who fulfil the criteria to retire or stay in Malaysia. It is the most attractive retirement/relocation programme we have come across in Asia. To date, over 20,000 successful applications have been recorded.

Although it is not a permanent residency programme, the Malaysian Government has assured all applicants that their visas are renewable at the end of the 10-year period provided they adhere to all the rules of the programme.

Why Malaysia?

Take a moment and see why Malaysia is one of those countries you should consider living in.

Malaysia is situated in the heart of South East Asia and reflects the very essence of Asia. It is a politically stable country and is blessed with its multicultural, multilingual and natural beauty of undulating hills and beaches with greenery all around. It is supported by modern excellent infrastructure. Warm and friendly people welcome foreign visitors who will be impressed by the high standard of living at a relatively low cost.

Benefits of MM2H.

- MM2H offers a 10-year renewable multiple entry visa
- Purchase one tax-free locally-assembled car
- Owning and investing in residential properties in Malaysia
- Children's education in local/international schools
- Approval for bringing a maid from country of origin
- Long term social visit pass for parents
- Tax exemption on income remitted into Malaysia
- Retaining your citizenship and all its privileges of your own country

Yearly Top 3 Participating Countries

	2006	2007	2008	2009	2010	2011	2012
1	BANGLADESH	UK	IRAN	IRAN	IRAN	JAPAN	JAPAN
2	CHINA	JAPAN	JAPAN	JAPAN	JAPAN	CHINA	CHINA
3	UK	KOREA	UK	UK	CHINA	IRAN	BANGLADESH

What are the criteria for MM2H Application?

Age below 50 years old

- Proof that you have minimum RM 500,000.00 in your bank
- Proof of Salary or Income Statement of minimum RM 10,000.00 per month for 3 consecutive months
- Provide an original Letter of Good Conduct from the Police Department of your country

Age above 50 years old

- Proof that you have minimum RM 350,000.00 in your bank
- Proof of Pension or Income Statement of minimum RM 10,000.00 per month for 3 consecutive months
- Provide an original Letter of Good Conduct from the Police Department of your country

Upon Approval

Age below 50 years old

- Open a MM2H Fixed Deposit Account of RM 300,000.00
- After one year, you may withdraw RM 150,000.00 for the following:
 - Purchase a residential property
 - Medical reason due to poor health
 - Children's education fees
- Medical Check-Up
- Purchase a Medical Hospitalization Insurance Policy

Age above 50 years old

- Open a MM2H Fixed Deposit Account of RM 150,000.00
- After one year, you may withdraw RM 50,000.00 for the following:
 - Purchase a residential property
 - Medical reason due to poor health
 - Children's education fees
- Medical Check-Up
- Purchase a Medical Hospitalization Insurance Policy

For an update on terms and conditions, incentives and application procedures please contact or refer to the website : <http://www.mm2h.gov.my> or email vosta.lee@gmail.com



“GREEN PROCUREMENT IN SUPPLY CHAIN MANAGEMENT” TRAINING PROGRAM

BY EN KHAIRUDIN ISHAK



The Overseas Human Resource and Industry Development Association (HIDA) in collaboration with Persatuan Alumni AQTS Malaysia (PAAM) had successfully concluded a two-day training program titled “Green Procurement in Supply Chain Management” which was held at Holiday Villa, Subang Jaya on March 4th -5th, 2013. Attracting 25 participants from various industries mainly on manufacturing sector, the course was led by Mr. Kazuya Kojitani, an Executive Director of Green Purchasing, a Japanese NGO.

Objectives of the Program

To create awareness on the importance of company's initiative for reducing environmental impact of its products or services throughout the life cycle, from production to disposal through 1) gaining a better understanding of market needs and international trends. 2) seeing how a closed-loop supply and demand chain with minimal environmental impact should be implemented. 3) learning about green procurement program by studying advanced examples from Japanese society and companies so that the participants can apply.

The Lecture and Case Study

The course begins with an overview of Green Procurement which includes the definition, significant of green procurement (in preventing or reducing

global warming) and its position in global economy. Mr. Augustine Koh, Malaysian, Secretary General of GPN updated participants on the Malaysian progress in Green Technology. To show its relevance, practicality and cost efficiency in organization, Sensei Kazuya San delivered three case studies: NEC Corporation (an IT Company), Shimizu Corporation (a construction company and AEON (in distribution and logistics).

Technical Workshop

Then Sensei Kazuya continued with showing the steps in implementing a green procurement system and points to consider when manufacturing and supplying environmentally conscious product and services. It was conducted in group discussion employing “World Café” method.

“World Café”

The world café is a methodology developed and advocated by Juanita Brown and David Isaacs since 1995: Knowledge and wisdom are not derived from functional meeting but rather from café-style space where people can engage in open discussion and freely build up a network.

Hope and Gratitude

All in all, participants were happy to attend the course. Some of them express, “I hope that this course will be made annually. It is useful not only to me and my organization to be at par with global trend, but helps to reduce the global warming problem, at least for a good cause”.

President Tan Teng Ek expressed his gratitude on behalf of PAAM to HIDA through Ms. Mariko Hasse for having the lecture in Malaysia. “PAAM believes that this is an eye opener for Malaysian Industries to be more green-friendly in order to be competitive in the future; the planning has to be done at instance”.